



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT

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V I R G I N I A

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Date: May 22, 2003

ADDENDUM NO. 2

TO ALL PROSPECTIVE OFFERORS:

SUBJECT: REQUEST FOR PROPOSAL RFP03-655236-16

FOR: Design & Implementation of the Institutional Network Architecture

DATE OF CLOSING: June 30, 2003

TIME OF CLOSING: 3:00 p.m.

The subject request for proposal is amended as follows:

1. Enclosed are the questions and answers from various vendors and from the pre-proposal conference held on April 30, 2003. (Attachment 1)
2. All other terms and conditions remain unchanged.

Cathy A. Muse, CPPO
Director/County Purchasing Agent

THIS ADDENDUM IS ACKNOWLEDGED AND IS CONSIDERED A PART OF THE SUBJECT REQUEST FOR PROPOSAL:

Signature

Date

Name of Firm

A SIGNED COPY MUST BE RETURNED PRIOR TO DATE/TIME OF CLOSING OR MUST ACCOMPANY PROPOSAL.

ATTACHMENT 1

Q1: The RFP refers to many LAN based technologies (work group switches, client access policies, etc.). Does the scope of the INET project encompass both LAN and MAN technologies, or MAN only?

A1: The I-Net is a MAN technology.

Q2: Section 2.2. In a note to all offerors, the fact that Fairfax County originally intended to implement a design by Cisco is stated. Does this mean that Fairfax County will only consider Cisco based solutions/proposals?

A2: No. All vendor products are welcomed in the design.

Q3: Section 2.8.2. Can FCDIT define the weighting percentages associated with each criterion?

A3: No. The requirements are stated in the RFP, but the grading scale (or weighted percentages) for the requirements shall remain internal to the County until after award of contract.

Q4: Section 5.7.1 (D). Does FCG expect firewall upgrades as part of the INET solution?

A4: If upgrading the firewalls is necessary to support the INet requirements, then they will be upgraded.

Q5: Section 6.1. Can the FCDIT provide detailed specifications of the fiber optic cable and OTDR data from hubs to node and node to node?

A5: Yes, but this information is not necessary for the bidding process. The successful offeror will receive this information.

Q6: Section 6.6. Will FCDIT allow industry standard protocols (IEEE, IETF, etc.) in place of Cisco proprietary protocols, to assure compatibility?

A6: Yes. Proprietary solutions will not be considered.

Q7: Section 6.7. Can FCDIT clarify the statement "concurrent ATM and Gigabit Ethernet on the network backbone?" (e.g. is concurrent support in the backbone routers/switches what was intended, or is there to be concurrent GE and ATM on the network backbone fibers?)

A7: The ATM is a current WAN technology for the County and Gigabit Ethernet provides for the LAN backbone. Both will be necessary (parallel systems) to during the installation of the I-Net and may not be completely be phased out. The ATM may stay as a failover backup to the I-Net for public safety sites, or any other reason the County may deem as useful to the agencies.

Q8: Section 6.12 (A). Can FCDIT provide a topology map of the SNA network and a detailed description of the applications which run over that network?

A8: Yes, but this information is not necessary for the bidding process. Detailed information of the existing network will be passed onto the successful offeror.

Q9: Is there a value associated with your Design and Implementation of the Institutional Network Architecture opportunity.

A9: The value will be based on the prospective offeror's design. Although the County has concepts and requirements, we are relying on the offerors to design the network and place a value on the system. This exercise also allows the County to review and grade each offeror's proposal in terms of County requirements, comprehension and capability.

Q10: The RFP states that we must have a local within 60 miles of Fairfax County offices. Is this a prerequisite before or after award requirement? Is the Fiber Optic Ring (I-Net) under construction or should the vendors be proposing on building the I-Net Fiber ring, along with the electronics, software and support?

A10: Being within of 60 miles of Fairfax is a requirement. The fiber optic plant is being constructed by Cox Communications. The RFP is for the design of the network communications and implementation of the electronics.

ATTACHMENT 1

Q11. Appendix I, page I-3; Production. 2a-Are the dates for the Phases still relevant? 2b-Phase 1 is dated 2002. Is this already in and active, or has it been delayed?

A11. The dates are relevant and phase 1 is in place.

Q12. Section 2. [2.8.2] Proposal Format: Please confirm that the Appendix referenced in Sections 6 and 7 should be Appendix F instead of Appendix D as indicated.

A12. Error. Section 6, should read Appendix F.

Q13. Section 5. [5.4] Can Fairfax County Government provide the current traffic pattern and demand between nodes?

A13. Yes, but this information is not necessary at this time. Detailed network information will be given to the winning bidder.

Q14. [5.1.1] Second paragraph: Shall we understand those 70,000 nodes are actually "end-users" or does that number refer to 70,000 different locations?

A14. Yes, there are approximately 70,000 end users in the County.

Q15. c[5.7.1] D) What type of ATM interfaces are currently in place in FCG network? At what bit rates do they operate?

A15. The County has full T1 and DS3 interfaces on the ATM.

Q16. Section 6. [6.3.2] Can you provide an estimated date for the proof of concept in lab.

A16. The County would like to see proof of concept within 45 days of the presentation of the full system design.

Q17. [6.3.3], Shall we understand that Phase II is equivalent to Pre-design Phase?

A17. Yes.

Q18. Can you provide an updated deployment timeline.

A18. Offeror provides timeframe and approved by the INet Team. However, all video must be 100% accepted and cutover by August 2005.

Q19. Page 11, Section 2.8.1 – Does Appendix 3 have to contain all of the brochures, manuals and technical information for each piece of proposed equipment, or is this the section that must be used if such material is provided?

A19. If submitting materials for the equipment proposed, use appendix 3 for these materials.

Q20. Page 18, Section 5.1.1 – Please further clarify the statement, "Proposed I-Net must support ... all existing and future automation applications."

A20. The I-NET must be designed modular in concept to allow for the use of our current internal building network infrastructure and be scalable to allow for future growth. The I-NET in a whole may not provide ALL of today's technologies, but must be capable of adding these technologies at a later date. The design must be cross platform compatible to meet today's industry standards as well as the standards currently under evaluation by the various standards committees.

Q21. Page 22, Section 6.1 - Are any of the fiber stands mentioned, hub-to-hub or hub-to-spoke, committed for any other use besides utilization in this full convergence bid?

A21. No, the final design provided by the awarded offeror will determine each fiber's use.

Q22. Page 22, Section 6.1 - Does the intended proposal include the transport equipment to light the dark fiber also? Hub-to-hub? And Hub-to-site?

A22. Yes, however refer to RFP section 7.1.2.

ATTACHMENT 1

Q23. Page 23, Section 6.2 – The objective "...within budget and time frame." What are the budget and timeframe guidelines?

A23. It is premature at this stage to disclose plans for the budget for the entire project. The budget will be finalized based on the design. The guidelines set for our timeframe is to have all hub sites and 390 facilities cut over by the end of FY2005 (June 2006).

Q24. Page 13 – Pricing and Costs – refers to providing GSA or better pricing discounts. Can the offeror propose GSA Schedule pricing on a Time and Materials basis?

A24. Yes, however the offeror should include the amount of time and materials with a "Not to exceed" limit.

Q25. Section 2.8.2 Evaluation Criteria - How will the six criteria elements be weighted in terms of importance to the County.

A25. Grading of offerors will be internal to the County, only.

Q26. Please clarify whether County intends the term of the Contract to start on the award date or the in-service date.

A26. The terms of the contract will start on the award date.

Q27. Does the County have a preference regarding the purchase of equipment for the MAN? Does the county plan to purchase their equipment directly, or is their preference to have the Offeror purchase equipment on their behalf?

A27. Acquiring equipment will be based on best deal to the County.

Q28. When the County determines whether to lease or purchase equipment, how important is e-rate as a factor. What percentage of project does the county anticipate will be paid from e-rate funds?

A28. E-rate is top priority. It is estimated that e-rate funds will be a factor in 50-60% of the system.

Q29. Is the County's preference for the Offeror to maintain and manage their existing infrastructure, or just integrate their systems?

A29. Implementation is a requirement. The offeror is responsible to manage and maintain the INet system until the County awards this portion.

Q30. Is the County currently running X.25?

A30. Yes, but only in a few locations.

Q31. If the end location wiring is not compatible with the new equipment and systems, does the County expect the Offeror to re-wire the building as part of this RFP?

A31. No, but the existing site infrastructure is expected to be a factor in the design to accommodate this situation.

Q32. Will the County or the Offeror be required to install and manage edge equipment?

A32. All equipment designed for the INet system will be installed and implemented by the Offeror. The Offeror is responsible to manage and maintain the INet system until the County awards this portion.

Q33. Does the County require video service to be on separate fibers from the WAN?

A33. It will be up to the designing firm to provide the best solution for the INet. However, the video must be transported via NTSC format to all sites.

ATTACHMENT 1

Q34. Section 2.8.2 Evaluation Criteria: Please elaborate on what is expected as a “preliminary design concept” to be depicted in the “DESIGN SCHEMATIC” submitted with the proposal. In which Section of the response is the schematic to be included?

A34. A schematic should provide major equipment with proper components and interfaces, required software packages and transport technologies. This schematic is required in Section 6.

Q35. A comprehensive description of your expectations for the DESIGN SCHEMATIC, how it will be evaluated, and how it differs from the design work requested in Section 6.3 of the RFP would be helpful.

A35. The INet Team will be looking for the offeror’s comprehension of the design, meeting County requirements and completeness. This schematic differs from the design work in the detail produced. The schematic requires showing major components with technologies and other major configurations. Design work involves the specification of equipment, software packages, configuration to port, topologies, protocols and so on.

Q36. Section 6.13 D, We assume this should be Frame Relay MIB. Please confirm.

A36. Yes.

Q37. Section 6.13.2 Network Management Tools: Please explain how the network management components relate to the optional Test Lab function listed in 6.10.1.

A37. This should refer to 6.13.1, not 6.10.1.

Q38. Section 6.13.1 Integrated Management Platform: How does the network management system to be proposed relate to the Tivoli system currently in use by the County described in Section 6.13? Is this intended to replace/supcede the Tivoli application?

A38. The County is requesting each offeror to provide solutions for their submitted designs.

Q39. 6.13 list requirements for NMS and the Bidder is expected to provide solutions for NMS.

A39. Yes.

Q40. Section 2.3 Item 4) of Instructions to Offerors requires the company to have a fully functioning, staffed, and equipped Network Operations Center (NOC). Does the County intend to outsource a portion or all of the management of the I-Net infrastructure to the company?

A40. A final decision has not been made regarding INet management and support. However, for this RFP, the solution is to be outsourced.

Q41. Appendix F, Page F-10 and F-11: The Pricing Forms do not correspond with the respective Section numbers cited from the main RFP. (Page F-10, Training, makes reference to Section 10 in the main RFP. Section 10 in the RFP refers to Warranties/Support and Maintenance). We assume this is a cut/paste error. Please confirm.

A41. Error. Appendix F page 10 should read Section 13, not Section 10.

Q42. Has all the fibre been tested and certified between hub sites as well as to the remote sites?

A42. The fiber is currently being tested and certified.

Q43. Does the RFP require physical separation between the government, school, library, and E911 networks?

A43. Physical or logical separation, if any, will be designed by the offeror.

Q44. Are there any sites common to multiple political entities (such as the schools and the government)? If so, do they require physical separation? Are there additional fibre pairs for those sites?

A44. There are a few combined sites on the INet list and they are sharing 6 strands.

ATTACHMENT 1

Q45. Which hub site does the Massey campus connect to?

A45. Fairfax Station.

Q46. What are the three remote sites that have more than six fibre strands?

A46. Government Center, Wilton Woods, Chapel Square and Massey building.

Q47. Who is responsible for guaranteeing environmental stability of the hub sites (temperature, humidity, dust)?

A47. Cox Communications, Inc. will be responsible for environmental conditions.

Q48. Section 2.8.2 Evaluation Criteria: Please clarify placement of Appendix A and Appendix B [forms] in the uniform proposal response.

A48. Correct.

Q49. Page 3 subsection 2.3.5) the statement is made for "A fully functioning, staffed, and equipped test bench located within 60 miles of the Government Center in Fairfax, VA." Please describe fully the purpose of the test bench related to the Counties needs as well as describe or list the equipment (proposed or installed) for its use.

A49. The INet Team is primarily looking for a proof of concept of the successful Offerors design and component compatibility.

Q50. Will the County provide a current network typography and a detailed list of current equipment and its specific locations to the proposed bidders? If so, when? If not, are site surveys to be scheduled before the bid due date?

A50. The Schools uses:

Routers

Cisco 3640

Switches

HP 1600

224

3Com SuperStack

LinkBuilder

Bay Networks 350T

28200

SynOptics 2803

2813

Nortel 450-24T

Cisco 3500

The County uses:

Routers

Cisco 1600

2500

2600

Switches

Cisco 1900

2900

4000

A topology of the existing network and site survey data will be given to the successful Offeror.

ATTACHMENT 1

Q51. For the requirement on page 32, subsection 6.11.3 entitled "Used Equipment Credit," does the County consider used equipment to be equipment that is currently in use by the County today? Or, is the intent for equipment covered under this requirement to be equipment installed under the contract for this bid?

A51. This is currently used equipment by the County and Schools.

Q52. What are the different types of Network Elements (NE) that Fairfax County and Fairfax School District have in the current infrastructure? Also, please provide model numbers and vendors of the Network Elements?

A52. The County and Schools primarily use Cisco equipment along with other vendor equipment (Bay Networks, 3Com).

Q53. Is Tivoli the only Network Management Systems (NMS) used in the current architecture that any proposed NMS would have to interoperate with?

A53. The County also uses Computer Associates Unicenter and IP Sentry.

Q54. My question concerns the fiber connectivity off of the core I-Net Ring. The RFP states on page 22 that the "the hub sites are connected in a physical ring and will serve the nodes in a star topology". Is there fiber between the nodes themselves to possibly put multiple node sites on a ring topology without having to run back to the head in hub site? The diagram in Appendix H makes this look like a possibility; however, I would like to make sure I understand the fiber layout.

A54. There are no fibers between nodes. All fibers connect to a hub.

Q55. Page 3, Section 2.2, Note. The note states a Cisco design has already been developed. Would the Government consider making that design available to bidders, in order to provide insights and information to allow us to provide the most advantageous proposal to the Government?

A55. The previous Cisco design will not be available. The County is requiring a design based on the fiber optic topology currently being installed.